

## retail trade

Dunn's retail outlets account for more than one-half of all Harnett County's retail sales. In 1958 the 132 retail establishments in Dunn had sales of \$18,455,000 out of a county total of \$36,467,000. Estimates by Sales Management indicate 1961 sales of \$22,467,000.

That Dunn is a retail trading center of some areal significance is indicated in the following. As a national and state average, two-thirds of personal income is spent in retail trade. If local spending habits reflect these averages, Dunn's 1958 retail sales would represent a two-thirds expenditure of a